



Legislation Text

File #: BID 17-048, **Version:** 1

Awarding bid for lease purchase financing of a new Pierce Velocity Ascendant 107' Ladder Truck for the FCPEMSD.

Summary:

Bids were opened on Monday October 16, 2017, for the financing of a new Pierce Velocity Ascendant 107' Ladder Truck for the FCPEMSD. The City received seven (7) bids in response to the request for this lease purchase financing. As requested, each bidder provided information for a 5-year term and an 8-year term to compare options. The comparison is attached.

Bidder, Interest Rate, Monthly Payment, and Total Payment:

5-Year Term

City National Capital Finance @ 1.83%; \$20,311.38/month; Total = \$1,218,683

Signature Public Funding @ 1.910%; \$20,352.02/month; Total = \$1,221,121

US BanCorp @ 1.97%; \$20,382.54/month; Total = \$1,222,952

Wells Fargo Equipment Finance @ 2.3014%; \$20,551.62/month; Total = \$1,233,097

Frost @ 2.00%; \$20,397.81/month; plus \$1,000 document fee; Total = \$1,224,869

Capital City Leasing @ 2.000004%; \$20,397.81/month; Total = \$1,223,869

Bancorp South @ 2.45%; \$20,585.69/month; Total = \$1,235,141

8-Year Term

City National Capital Finance @ 2.000%; \$13,128.04/month; Total = \$1,260,292

Capital City Leasing @ 2.10%; \$13,179.68/month; Total = \$1,265,249

Signature Public Funding @ 2.220%; \$13,241.81/month; Total = \$1,271,214

Frost @ 2.31%; \$13,288.54/month; plus \$1,000 document fee; Total = \$1,276,700

US BanCorp @ 2.330%; \$13,300.75/month; Total = \$1,276,872

Wells Fargo Equipment Finance @ 2.5012%; \$13,388.14/month; Total = \$1,285.261

Bancorp South @ 2.64%; \$15,155.45/month; Total = \$1,273,058 (note: alternate bid for 7-year term)

Fiscal/Budgetary Impact:

Based on the lowest cost option, the City recommends the 8-year term offered by City National Capital Finance at a rate of 2.00%. The current fiscal year's cost would be \$131,281 for the ten (10) months of December 2017 - September 2018. The lease financing cost for the first full year (next fiscal year) would be \$157,540. The Fiscal Year 2017-2018 budget for the FCPEMSD includes an amount of \$132,000 in Account No. 83-304-4908, Lease Purchase, for the financing cost.

Award the bid for the lease purchase financing of the new Pierce Velocity Ascendant 107' Ladder Truck for the FCPEMSD to City National Capital Finance for an 8-year term.